



N. VENKATESAN

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Objective

To be an Good Management professional in the dynamic world of competition, where I can contribute my expertise for the company's growth and individual development. I have been an asset to every company I have worked for.

Industry Exposure

AUTOMOTIVE INDUSTRY -

REPLACEMENT SALES AND OE MARKET

DEALER APPT/ DISTRIBUTION APPT/FLEET MANGEMENT.

Promotional Activity for DEALER/FLEET ACCTS

After market replacement of OEM "s like

AL/TATA/EICHER/NISSAN/FORD/HONDA/HYUNDAI/ROYAL ENFIELD/MAHINDRA

CUSTOMER SERVICE, OEM SERVICE TECHNICAL TRAINING

KHIVRAJ MOTORS PVT LTD

Commercial Vehicle

Team Leader – Chennai Branch

Handling sales team

Commercial Vehicle

Jun 2023 to till date

AGARWAL RUBBER LTD

REGIONAL SALES MANAGER

(Entire Tamilnadu & Pondicherry)

(Automotive (2&3&4 wheeler tyres and tubes)

Appointing Distributor/Handling team

Dealer channel/Retail/sales&colln/forcast

June 2020 to Jun 2023

ELGI RUBBER COMPANY LTD

BRANCH MANAGER - VELLORE DT

Sales Team Handling and target/inventry

Over all branch operation profit control

Truck and Lcv tyres Retreading

Dec 2017 to May 2020

CEAT LTD. (Tyre Mfg company)

TERRITORY MANAGER (SALES & MKTG)

CHENNAI- REGION

May 2010 to 2017 Nov

COMMERCIAL VEHICLE TYRES - TRUCK/LCV/PCR/OTR/FARM/TW

- Dealer channel management. Sales Development
Chennai and Pondicherry depots covering 6 districts below
Chennai, Vellore, Pondy, Tiruvannamalai, Villupuram & kallakuruchi.
- Responsible for Sales, dealer Management & new market development.
Fleet management sale, institutional sales
- Claim Inspection of service failed tyres and timely solution to end use
- Dealer sales improvement plan with action./ dealer meeting/fleet acct training

BEST TERRITORY MANAGER (SALES) AWARD - 2012

- **Territory Manager – Customer Service**
- **All OEM – (ASHOK LEYLAND, TATA, FORCE MOTORS, SWARAJ TRACTORS, EICHER MOTORS, BHARAT BENZ, sales and claim inspection and resolution**
- **BEST TERRITORY MANAGER - CUSTOMER SERVICE AWARD 2014**
- Direct Fleet Account Handling for sales
- Claim Resolution and training given for all OEM technicians

BIRLA TIRES

2008 May to 2010 Mar

SALES ENGINEER

TRUCK/LCV/PCR/FARM/OTR/TW - DEALER MANAGEMENT

Covering entire NORTH ARCOT DIST.

Vellore/ Thiruvannamalai / Tirupathur/ Vaniyambadi

SALES AND SERVICE CLAIM

BEST SALES ENGINEER – SOUTH, - SALES CHAMPION AWARD 2010

Responsibilities:

- Team handling
- Demand generation of PCR/TRUCK/LCV/OTR/TW/FARM
- Educating the fleets on better Tyre Maintenance and usage of Tyre.
- Training the Fleet personal to Identify and timely remove of the Tyre for Repair/Retread.
- Recall CUSTOMER and purchase by regular interaction with the end users.
- Execution of events like Sales promotional meets, product launches
- appointing new Dealers.
- CFA handling for north arcot district.

TVS. SUNDARAM INDUSTRIES LTD.

2005 Apr to 2008 Feb

Tyre solution Division

ASST MANAGER SALES

Team Handling

TRUCK/LCV/Farm/OTR – Commercial vehicle tyres Retreading

Covering; north and south, Entire Chennai

GENERAL TIRE RETREADING CORPORATION

2000 Apr to 2005 Mar

Sr.SALES OFFICER

TRUCK/LCV/ALL Commercial vehicle tyres Retreading.

EDUCATIONAL QUALIFICATION:

B.B.A (Batchler of Business Administration.)

University of Madras – 2007 YEAR

TECHNICAL QUALIFICATION:

Diploma in Computer application(D.C.A.)

SAP, WORD, EXCEL , TYPING-HIGHER

PERSONAL DETAILS

Date of Birth : 08.10.1970

Father's Name : E. Natarajan

Martial status : Married

Languages Known : Tamil/English/(Hindi-manage)

Contact Mobile : 8072656280

Current C.T.C : 9.8 lakhs

I hereby declare that all the information given by me are true to the best of my knowledge.

[N.VENKATESAN.]